



NMSBA

Los Alamos National Laboratory  
Sandia National Laboratories

*Solving New Mexico's Small Business Challenges*

## OVERVIEW

In 2000, the New Mexico State Legislature created the Laboratory Partnership with Small Business Tax Credit Act, for the purpose of **“bringing the technology and expertise of the national laboratories to small businesses in New Mexico to promote economic development in the state, with an emphasis on rural areas.”**

This Act established the New Mexico Small Business Assistance (NMSBA) Program to help small businesses throughout the state by providing technical support from Los Alamos National Laboratory and Sandia National Laboratories.

## ELIGIBILITY

- ✦ ***Are you a NM For-Profit Small Business?***
- ✦ ***Are you located in New Mexico?***
- ✦ ***Is your company a small business per US Small Business Administration Guidelines?***
- ✦ ***Is your company US owned and operated?***
- ✦ ***Does your company pay gross receipts taxes to the State of New Mexico?***

If you answered yes to all of these questions you can qualify for researcher hours valued up to:

- \$20,000 if located in a rural county
- \$10,000 if located in Bernalillo county

### Restrictions:

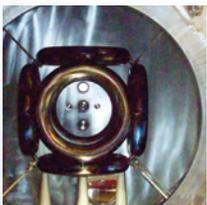
The assistance provided must not be available through private industry at a reasonable cost.  
The laboratories cannot provide cash or equipment.

*“The improvement actions provided were down-to-earth and business conscious, not relying on “Star Wars” technology, out-of-reach investments, or impractical changes to our operations.”*

– Ffhoenix Cuivre

*“The Labs know how important small businesses are to New Mexico. Their strength and heritage gave my small business a leg up.”*

— Cinnafilm



## Types of Small Business Assistance

### Individual Projects

Individual projects involve a single New Mexico for-profit small business. Projects address challenges specific to the business that can be solved with national laboratory expertise and resources. Technical assistance challenges are wide ranging. The majority of projects include testing, design consultation, and access to special equipment or facilities. Requests for individual projects are accepted by the NMSBA Program year round until funding is exhausted.

### Leveraged Projects

Leveraged projects allow a group of small businesses that share technical challenges to collectively request assistance with issues that are too large or complex to solve through an individual project. Proposals for leveraged projects are reviewed once a year by the NMSBA Program and its advisory council.

### Contract Projects

The NMSBA Program is allowed by its enabling legislation to contract with entities that have the capability to provide small business assistance services that are not available in the private sector at a reasonable cost. Current contracts include the New Mexico Manufacturing Extension Partnership (MEP) to provide training and assistance in the areas of quality and lean manufacturing principles, and the Management of Technology Program at the University of New Mexico Anderson Schools of Management.

## 2008 Results

NM Small Businesses Assisted	286
Dollars in Technical Assistances	\$3,316,867
Total NM Counties Served	25 (out of 33)

## Economic Impact 2000 to 2007

Jobs Created	568
Mean Salary	\$39,406
Increase in Revenue	\$12,572,700
Decrease in Operating Costs	\$7,561,900
Investment in NM Goods/Services	\$5,750,870

## For more information contact:

### Los Alamos National Laboratory

Lisa Henne  
PO Box 1663 MS A117  
Los Alamos, NM 87545  
Office (505) 667-1710  
Fax (505) 665-4411  
[henne@lanl.gov](mailto:henne@lanl.gov)

### Sandia National Laboratories

Genaro Montoya  
PO Box 5800 MS 1495  
Albuquerque, NM 87185-1495  
Office (505) 284-0625  
Fax (505) 284-9551  
[gmontoy@sandia.gov](mailto:gmontoy@sandia.gov)

